

# Our President's Pen

By Paul Knoop, EPFG President

With this last Presidents Letter of the year, let me take a few minutes to review some of the Guild's activities. Our reason for existence is to provide educational opportunities for our members, and there were 10 of these during the year. Of course, the highlight was the Educational Festival in March, attended by over 75 framers and supporters. Others included classes on finding and hiring employees, computerized mat cutters, surviving the tough economic times, special resources for framers, french matting techniques, a discussion of the PPFA-PMA alliance issue, and a visit to the Frye Museum for an historical perspective of frames, including restoration of period frames. Although these meetings were well attended, many were the same people taking advantage of the opportunities. I would hope that next year, we can significantly increase the attendance, and see a large number of new faces.

Congratulations are in order to Bill Bounds, of Bounds Custom Framing and Gallery, in Burlington. Bill is our newest CPF, having received this distinction during recent testing at a session in Langley, BC. Way to go, Bill!!

Another item of interest from this year is the addition of materials to our library. If you have not taken advantage of this benefit, please contact the librarian to arrange for loan of any materials. It is free to members, with the only cost being return postage for mailed materials. Also, after reviewing the listing (found in several newsletters) let us know if there is something you would like to see us purchase. We have plenty of \$ available to add to our holdings.

Now, some not so good news. Our organization is facing a very difficult challenge, and if we cannot meet that challenge, we may not be able to continue operating as we have for the past several decades. That challenge is finding someone to step up and volunteer to lead EPFG. Your Board has been seeking someone to run for the positions of President and Secretary, and to date we have been unsuccessful. Would you please consider devoting some time to continue the educational programs offered by the Guild? It would be a shame if we went the way of some others in our business. Just a few hours a month is all it takes; the other Board positions and Officers are good for at least another year, and the outgoing Officers have agreed to continue some of the duties to help ease the burden on the incoming President and Secretary. Please, step up now, and let's move on to continued improvements. While you are in a volunteering mood, how about teaching a class next year? Just let any Board member know what talent you can share, and we will work it in.

One last item; check out Frank Larson's new flattop. I think it really looks good on him, but then again, I may just be a little bit prejudiced in that regard.

Thanks for reading, Paul



Happy Holidays to each of you, your families, friends, and employees, and all the best during the coming year.



**EVERGREEN**

*Picture  
Framers*

**Guild**

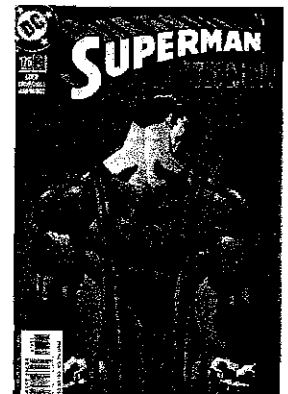
**DECEMBER 2001**

Newsletter cost: Free to  
EPFG members,

\$1.25 for nonmembers

**Serving Alaska  
& Washington**

The competition art for next year's education competition will be a Superman comic book. The competition will be open so you don't have to treat this piece as a collectable! If you are interested in putting your designing skills to the test, send a \$5.00 check made out to EPFG to Don Jones @ 15704 Mill Creek Blvd. #6 Mill Creek WA. 98012.



**Next meeting:  
January 8th 2002  
at Larson Juhl  
in Seattle, WA.**

How to contact us

**Membership Dues & Advertising Payments:**

Lynn Clark, EPFG Treasurer  
c/o Lake City Picture Framing  
14028 Lake City Way NE  
Seattle, WA 98125  
206-363-2100  
JackC1@aol.com

**Classified Ad Copy & Display Ad Artwork:**

Donald Jones CPF  
c/o Finishing Touches  
15704 Mill Creek Blvd. #6  
Mill Creek, WA. 98012  
425-338-0932  
studiodaj@earthlink.net

**Change of Address:**

Paul Knoop, EPFG President  
c/o The Framemakers  
6724 West 19th St.  
Tacoma, WA 98466  
253-223-8686  
pknoop@earthlink.net

**Classified Ads:**

Free for EPFG members, \$15 for non-members.

**Display Ad Artwork:**

Digital artwork is requested. Mac or PC, submit via e-mail or on disk.

For change of address include old and new address information.

Publishing deadline is 20th of the month prior to distribution.

**2000-2001 EPFG OFFICERS**

**President**

Paul Knoop, CPF                      The Framemakers  
pknoop@earthlink.net              253-223-8686

**Vice President**

Ben Edwards                          Crescent Matboards  
800-624-7474 ext.537.4264

**Treasurer**

Lynn Clark                              Lake City Picture Framing  
JackC1@aol.com                      206-363-2100

**Secretary**

Terry Scidmore, CPF                  The Mitered Corner  
tscidmo@attglobal.net              206-433-1145

**Board of Directors**

Helen Kane, CPF                      Anabel's Framing Gallery  
425-258-6402

Barbara Mercer, MFA                  Edmond's Frame Design  
425-771-6520

John Ferens                              Ferensoft/Trio  
206-282-1775

**Past President**

Frank Larson, CPF                      Larson Fine Art Services  
larsonfas@sprynet.com              425-482-0549

**Librarian**

Bob Holcomb                              Millennium Gallery  
425-895-8822

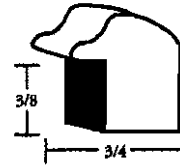
**Newsletter Editor**

Donald Jones CPF                      Finishing Touches  
studiodaj@earthlink.net              425-338-0932

WILLIAMSON • FOAMCORE • TRUVUE GLASS/MILLER MATBOARD • IMPORTS CLARK • DESIGNER WOOD & METAL • COLONIAL • BURNICH • FOAMCORE

**New Moulding Profile from Colonial**

Introducing the 5500 series profile in seven oak finishes and four finishes in poplar. Call for your free sample!



**Quality at Affordable Pricing**

MFA, INC.



6010 EAST ALKI WAREHOUSE #5  
PHONE 800.344.7329 509.535.3440

SPOKANE WASHINGTON 99212  
FAX 800.344.5003 509.535.3466



Molly Boone-Jones, CPF, of Seattle Art Supply. Molly has volunteered her services to be on the EPFG Board next year. Thanks, Molly!

*Special incentives for new customers  
Call today for details!*

**OMEGA**

**MOULDING COMPANY**

Locally Represented by  
Rick Gorman

5698 Bandini Blvd.  
Bell, CA 90201

75 Austin Blvd.  
Commack, NY 11725

Voice Mail: 800-297-6643 ext 410  
Cell Phone 503-781-2626

www.omegamoulding.com

This EPFG newsletter is published by Donald Jones CPF.

Mailing Address: c/o Finishing Touches, 15704 Mill Creek Blvd. #6 Mill Creek, WA. 98012.

E-mail address is [studiodaj@earthlink.net](mailto:studiodaj@earthlink.net).

Newsletter content copywritten MM EPFG, all rights reserved.

Do not duplicate or redistribute in any form.

# IS YOUR FINE ART FADING?

Hartung Glass exclusively distributes Sandel Art Glass. We proudly offer Sandel's high quality products in a variety of sizes at competitive prices.

- ☞ Preservation UV
- ☞ Satinvue
- ☞ Denglas Anti-Reflection
- ☞ Water White Anti-Reflection

**Did you know?**  
 You can save up to 30% by ordering your glass by the **pallet!**

Hartung specializes in pallet delivery and sales!  
**Call today for more information**

**HARTUNG**  
 GLASS INDUSTRIES

800-552-2227 \* 425-656-2626

## Membership Application & Update Form

Company name: \_\_\_\_\_ Phone: \_\_\_\_\_

Contact name: \_\_\_\_\_ FAX: \_\_\_\_\_

Street address: \_\_\_\_\_ E-mail: \_\_\_\_\_

City: \_\_\_\_\_ Website: <http://> \_\_\_\_\_

State: \_\_\_\_\_ Zip: \_\_\_\_\_

Complete this form and return it with our membership dues of \$45.  
 Mail to: Lynn Clark, c/o Lake City Picture Framing, 14028 Lake City Way NE Seattle, WA 98125. For more information about the Evergreen Picture Framers Guild Please contact Paul Knoop, c/o The Framemakers 6724 West 19th, University Place, Tacoma, WA. 98466 [pknoop@earthlink.net](mailto:pknoop@earthlink.net).

# A Holiday Poem

'Twas the month before Christmas  
 On a dark, stormy night  
 At Millennium Gallery,  
 Festooned and a-light,  
 The EPFG gathered to behold the delights  
 Of French Matting treasures  
 Jewelled treats for our sight.  
 Of panels powdered and watered  
 Lines drawn in gilt,  
 Adornments in papers, paints, satins and silks!

Head Wizard Paul unveiled marvels from his cape,  
 The history of french matting, the lessons, the mistakes.  
 He emphasized sternly the rules of design,  
 The cautions, the cares, the straightness of line.  
 He discussed the tools used to perform the feats  
 (While Frank snuck out for a bit more to eat  
 And Terry devoured most half of the quiche!).

Master Kiyoshi stepped forward with a devilish grin  
 And opened his trunk to the treasures within.  
 Out flashed papers, paints, ribbons, fabric, and gilt.  
 His splendid designs of artistry split  
 across the table and onto the floor  
 (Just as Frank and Terry slipped out to snack a bit more!)

Head Wizard Paul fastened his gaze on his students  
 And admonished them to be especially prudent  
 In pricing french mats, 'tis easy to forget  
 That these are true treasures  
 not created by Ink Jet.  
 Uniquely fashioned and hand done takes time;  
 Head Wizard Paul charges for each panel and line.  
 Master Kiyoshi uses a percentage of the cost of the mat to make  
 (There goes Frank and Terry heading for the cake!).

Bill and June, Molly, Barbara and Betty  
 Passed around french mats on glass with hands so steady.  
 Martha and Steve, Paul, Troy and Nan  
 Examined boxes, elegant and grand,  
 Emblazoned with designs like etched glass of old.  
 Too soon this eve came to a close,  
 Too soon 'twas time to extinguish the lights  
 (While Frank and Terry grabbed a last bite!).

Host Master Bob gave us great cheer  
 We're sure looking forward to coming next year!  
 As we bundled out into the cold rainy night  
 the air resounded with our delight  
 Our voices are raised to our members far and near  
 Merry Christmas to all and a Happy New Year!  
 (While Frank and Terry snatched one more bite!)  
 Merry Christmas to all  
 And to all a good night!

By Donoa Thang  
 Special Reporter to the EPFG Newsletter

With apologies to everyone - really!



June Bounds, CPF, with our host, Bob Holcomb owner of Millennium Gallery



Kiyoshi Toda, CPF, Accent on Frames, presented some of his techniques for contemporary French mats.



Some of our attendees.

SEATTLE, WA 98133



**THE ART DOCTOR**  
RESTORATION OF OIL PAINTINGS, JAPANESE SCREENS  
ART ON PAPER, ART OBJECTS

NANCY G. WHITE Conservator    ifixartdoc@aol.com    By Appointment (206) 783-9160

**CRAIG PONZIO**  
SIGNATURE FRAME COLLECTION

**LARSON JEHL**  
CUSTOM FRAME THE BEAUTY OF YOUR HOME  
FOR THE FINEST CUSTOM FRAMES

**SEATTLE**  
**800-438-5031**

**Nurre Caxton**  
Frames of distinctions

"We're Obsessed  
With Customer Satisfaction"

Parcela Pare

Sales Representative for  
Washington, Wyoming,  
Montana, Oregon, and Idaho

1-800-255-1942, press 6  
ext. 4011 for voice mail  
1-800-910-8986 pager

We promise friendly reliable  
service, same day chop service,  
free UPS for order of 3 chops  
or more (wood and Nielsen  
metal combined)

**Colorplak.**  
Anaheim Denver Seattle

**Bob Hug**

17830 NE 65th Street  
Redmond, WA 98052  
phone 425.883.1780  
toll free 800.305.1953  
fax 425.883.1880  
bob@colorplak.com

**Classified Ads:**

Larson Juhl 48" straight line mat cutter with squaring arm and production stops, \$650. Fletcher 1100 oval matcutter, \$350. Jyden chopper with extra set of blades, \$900. Misc. tables, \$35 ea. Dan or Jennifer 206-937-5507

Carithers model 3000 Medallion Circle/Oval cutter, large capacity with original manual. Call Lynn at 206-363-2100 and make offer.

Established gallery and frame shop in beautiful Sitka, Alaska. Prime location, 12 month business plus tourist season. Excellent growth potential. Call Davis Realty at 866-747-1032, e-mail at nkteam@gci.net. If you have any questions, please don't hesitate to call or e-mail.

Need Training For New Employees?

SEE WHAT YOUR DOLLAR  
CAN DO IN CANADA

**The Canadian Picture  
Framer's School**

#1, 20678 Duncan way  
Langley, B.C.

Providing excellent thorough instruction  
in picture framing for over 10 years.

Phone or fax  
for more info:  
Phone-604-533-5328  
Fax-604-533-9680



Same day service!

2828 4th Ave. S. Seattle, WA 98134

Wholesale Picture Frame Supplies

206-292-9664  
206-423-6287

November meeting photos, Millennium Gallery



9400 West 55th Street  
McCook, Illinois 60525  
www.tru-vue.com

tel: 708.485.5080 ext. 3120  
toll free: 800.621.8339  
fax: 206.723.6082  
e-mail: lgarrett@tru-vue.com

LINDA GARRETT  
District Sales Manager

Picture Framing Products Division of Apogee Enterprises, Incorporated




Software Suite for all Versions of Windows

Galleries & Frame Shops   Networking   User Friendly!

**FERENSOFT**  
**TRIO!**

Point of Sale and Business Management Software. **Y2K Ready!** See why people are switching to **FS TRIO!** Seattle 206-282-1775  
www.ferensoft.com

- Art
- Customers
- Framing




DIANA INTERNATIONAL

Steve Hodge

818-820 Industry Drive, Bldg #18

Tukwila, WA 98188, USA

{206} 394 9697 phone

{206} 394 9698 fax

{208} 880 4509 cell

dianaintl@qwest.net • www.diana-intl.com

H.C. La Marche Ent. Inc.  
La Marche Moulding



**Jeff Schuffman**

Sales Representative

U.S. & Canada (800) 421-1206

Office: (425) 814-9020 • Fax: (425) 814-8462

Cell: (425) 466-7636

25372 Commercentre Dr. • Lake Forest, California 92630

Local: (949) 454-3700 • Local Fax: (949) 454-3710

schuffman@earthlink.net • www.lamarchemoulding.com

*Fabric & Liners*

**The Softer Side of Framing**

Hundreds of colors and textures  
Exclusive pH neutral fabrics

*Frank's Fabrics for Framers*

Dial Toll-Free (888) F FABRIX (332-2749)



# NATIONAL GLASS

17030 WOODINVILLE-REDMOND ROAD, WOODINVILLE, WA 98072

TRU VUE AND SANDEL PREMIUM CLEAR, TRU VUE CONSERVATION SERIES  
GLASS, REFLECTION CONTROL, SATINVIEW, DENGAS AND IMAGE  
PERFECT

**NOW STOCKING:**

PRESERVATION DENGAS, WATERWHITE DENGAS  
**AND INTRODUCING: IMAGE PERFECT MUSEUM GLASS**

**ALSO AVAILABLE:** FOAM-X, KAPABLOC, REGULAR AND CUSTOM BEVELED  
MIRRORS AND ACRYLICS

(425) 488-8126 ♦ (800) 521-7061 ♦ FAX (425) 488-3712



# UNIVERSAL Framing Products

**Neal Bartlett**  
Vice President of Sales and Marketing

12432 Foothill Boulevard • Sylmar, CA 91342  
Telephone (818) 686-0700 Toll Free (800) 668-3627  
Fax (818) 686-0766  
www.universalframing.com



Crescent Cardboard Company, L.L.C.

**Ben Edwards**  
Territory Manager

1.847.537.3400

1.800.323.7055

1.847.537.7153 Fax

Messages: 1.800.624.7474 Ext. 537.4264

E-Mail: [bedwards@crescentcardboard.com](mailto:bedwards@crescentcardboard.com)

100 W. Willow Road • Wheeling, Illinois 60090-6587 U.S.A.  
www.crescentcardboard.com



1433 W. Frankford Rd. #100 Carrollton, Texas 75007  
972-466-0721 • 972-466-3662 Fax  
800-527-0421 • 800-817-0524 Fax  
Ext. 882

**PACIFIC**

**FRAMING SUPPLY**

695 Edgewater St., N.W.  
Salem, Oregon 97304  
Phone: 1-800-872-4445  
FAX: 1-503-363-7273  
21828 87th Ave., S.E.  
Suite B  
Woodinville, WA 98072  
Phone: 1-800-292-3202  
FAX: 1-206-486-4978



## FRAMERS' INVENTORY

**\* WOOD MOULDING \***

Bay, Framers' Inventory,  
LaMarche, Max, Roma

**\* METAL MOULDING \***

Nielsen

**\* MATBOARD \***

Bainbridge, Crescent, Rising, TruVue

**\* GLASS & FOAMBOARD \***

TruVue  
Bainbridge, Bienfang, & Hart

**\* EQUIPMENT \***

C&H, Eclipse, Fletcher  
Mitre Mite, Seal/Hunt Mounting

**\* SERVICE \***

Delivery in Portland & Seattle Metro areas,  
Overnight chop service.

Sales representative Mike Ouellet  
ext.420

5000 SE 18TH AVENUE, PORTLAND, OREGON 97202  
LOCAL (503)236-9293 • TOLL FREE(800)543-2467  
FAX(503)238-3899



Quality Picture Frame Mouldings

1010 SW 41st St., Renton, WA 98055

**Tom Whipple**  
Sales Representative

Order: (800) 262-4174

Voicemail: (800) 756-2184 ext. 217

Fax: (888) 423-1814

e-mail: [twhipple@studiomouldinginc.com](mailto:twhipple@studiomouldinginc.com)

[www.studiomouldinginc.com](http://www.studiomouldinginc.com)



I am interested in doing a little research on how our industry has been changing, with the idea of getting more information from others who have been in the business longer than I have.

Here is my recollection of how things went in the last 23 years. If you have recollections to offer, please send them along. Perhaps other members are interested about what happened "before".

I became a picture framer in the late 1970's when limited edition prints were just becoming a more important part of the industry. Framers learned skills on the job from co-workers and employers and read Decor magazine and PPFA's own magazine for design ideas and new directions. The new news was "conservation", something that we were not really addressing yet.

Most of our framing was certificates and family

photographs. Our clients were price conscious and we offered to let them frame in our shop to save fitting charges and give them a discount on their frame. Our frames were assembled on a corner miter vise with hammer and nails. Mats were cut to size with a big, table mounted Ingento paper cutter like the little ones our teachers used in grade school. Our mat cutter was a Keeton Kutter, the first of the commercially available straight line mat cutters. Before this innovation, I believe, the mats were cut with a utility knife and a straight edge. (Anybody out there remember doing it this way?)

Our sample display of less than 100 corner samples included a few aluminum frames, a few frames tiny and large and a lot of one inch wood finishes plus a few gilt profiles. We had one rack of mat samples which included a few shades of white and off white in acid free boards. We offered the great new innovation of non glare glass as a premium product and while some balked at the increased cost, it became a product people asked for, eventually.

We ordered about once a month and sent our truck to pick up the mat board, supplies and molding from our local supplier. We picked up a hundred sheets of mat at a time, keeping a stock of four sheets of each of the 75 colors that were available. Molding was usually in 50 foot increments. We carried only length molding and cut all our own wood and metal frames because chops hadn't yet been offered to us as an option. When distant molding companies called upon us we ordered 2000 feet at a time, 50 to 150 feet per profile, to get to the free freight discounts. One of the great things about having materials in stock was there was little problem with lot variation. If the stock came in looking a bit different than the last time we barely grumbled. We just made a new corner sample and moved on.

There were no toll free numbers and no help lines but my boss had been a member of The McCormick Club. this group was a framers roundtable that was the predecessor of our Evergreen Picture Framers Guild and the model for the group in California that eventually began the PPFA.

By the mid 1980's we were spending so much time with customers attempting to guide them to perfection that we decided to focus more on the custom framing. As the custom frames became our major product the industry changed too. We were offered chop service, allowing us to show new lines of more expensive framing materials without the monetary risk that buying length entailed. Customers started hearing about the new acid free materials that were increasingly available in colors and began listening with more interest to the benefits and even asking for conservation framing on their limited edition prints.

When our clients began to travel more and were exposed to more dramatic framing in the galleries of California and Hawaii and in European museums we found their price resistance was diminishing significantly when they were shown the kinds of things that they had seen on their travels. We began showing multiple frames, wider mats with fillets and even multiple fillets. By the time the premium glass products like optically coated and ultraviolet filtering became available our clients were ready for them.

Now ultraviolet filtering glass is a product the consumers have heard of and request, along with the conservation quality mats that have become our standard offering.



Helen Kane CPF

December  
2001  
No meeting  
**HAPPY HOLIDAYS**

January  
2002 8th-  
Larson Juhl  
Seattle.

February  
2002 11th-  
Frame Design  
NW , designing  
competition winners

March  
2002 11th-  
Education  
Festival!!!!!!

April  
2002 11th-  
No meeting  
scheduled

May  
2002 14th-  
Colorplak in  
Redmond.

June  
2002 11th-  
Lake City  
Picture Framing  
Conservation  
frame alternatives

July  
2002 12th -  
Location to be  
announced

No meeting  
this month!!

*Season's Greetings!!!*



Paul Knoop, CPF  
6724 W. 19th  
Tacoma, WA  
98466



See page two of this newsletter for address change  
contact information

**ATTENTION: FRAME SHOP**

01 02 03 04 05 06 07 08 09 10 11 12

